

PHILIP MORRIS  
U.S.A.  
INTER-OFFICE CORRESPONDENCE

RICHMOND, VIRGINIA

To: Files

From: L. F. Meyer

Subject: Ecusta Paper Company - Telephone Conversation

Date: December 10, 1974  
(12/9/74)

I talked with Mr. William Owens of Ecusta Paper Company today regarding price quotes on the ultra porous tipping paper they have recently developed. Bill gave the following tentative quotes, however, he said he has asked for a review of these prices because they sounded high to him.

1. For white porous tipping including a pattern to obscure the REDACTED and cigarette junction a price of REDACTED or approximately REDACTED per 2,000 meter bobbin.
2. For cork porous tipping - if a single pass to obtain color can be used - a price of \$0.1273/m<sup>2</sup> or approximately REDACTED per 2,000 meter bobbin.  
- if a double pass to obtain color is required, then the price is REDACTED or approximately REDACTED per 2,000 meter bobbin.

These prices are to be compared against normal cork tipping costs - REDACTED per 3500 meter bobbin and normal white tipping costs - REDACTED per 2700 meter bobbin.

LFM/hws

cc: F. Resnik  
R. Thomson  
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